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The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

THE DISPATCH FOUNDED 1850.
THE TIMES FOUNDED 1884.

RICHMOND, VA., SUNDAY, APRIL 30, 1911.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Active Business in a
General Way All Over
City and Suburbs.

SMALL ARE SALES;
LARGE AGGREGATE

All the Agencies Regard Business as Good and Outlook Very Encouraging—Big Sales Not Numerous, but Many Small Ones Bring Up Average—The Suburbs.

A Main Street real estate agent who was accosted in the hurry of a Saturday's settling up, expressed the week's situation pretty well, when he said to The Times-Dispatch man: "A good, active week; everybody busy, but nothing big or startling. Lots of sales, many of them mighty satisfactory from all viewpoints, but few of them that were on what you newspaper folks call the big order."

My Main Street friend's idea of what the newspaper men call the "big order" may be a little vague. As a general rule the newspaper man figures big things according to the aggregate. One big sale amounting, say, to \$1,000,000, and that being the only one of a week, would not strike the newspaper man as being near so good a thing as \$1,000,000 worth of smaller sales, numbering about 100.

From a General Viewpoint. Taking last week's situation in the real estate districts, according to the newspaper man's view, business was very fine. True, the real big sales of high-priced property were somewhat conspicuous by their absence or their failure to materialize, but the little sales made up a splendid aggregate and their widespread diversity was really encouraging. Every part of the city and all of the suburbs showed a healthy activity that ought to be encouraging to all of the agents. It certainly was to some of them, but then there are agents and other agents. Some are never satisfied unless they pile up sales running over the \$100,000 mark. Others are satisfied with the commissions that come in from sales aggregating a much smaller sum, and the agent who is looking more to the future than to the week in which he is just now moving and having his being gets more encouragement from what is called active inquiry than he does from rapid-fire sales.

Why Encouraging. To this latter class, the fellows who bank on active inquiry, the past week was very encouraging. To the fellow who looks only to the big sales of the moment the week was a little disappointing.

The air is full of many interesting rumors, but rumors do not always pan out just right, and then the victims of the same are liable to come around and ask the man of news, or rather demand of him: "Where did you get your information?" and when the man replies, it is right to do: "None of your darn business," then the victim goes away mad—mad as a hornet. But all the same rumors are interesting in the absence of anything better. One of these concerns the proposed new theatre that H. S. Hetherington and others were engineering through Pollard & Bagby, at the corner of Eighth and Grace Streets, which proposition was bitterly opposed by the church people, the people of St. Peter's Catholic Church and the people of St. Paul's Episcopal Church. The rumor referred to is to the effect that the church folks have won out; that is, won out by putting up the money and taking in the property on which the other folks had proposed to erect a theatre. What the church folks propose to do with the property remains to be seen, but so the rumor is that the other folks have not abandoned their idea of building a theatre and to that end they have "optioned" a big lot further west on Grace Street, at the price of \$100,000. However, I could not verify this rumor and could not just exactly locate the "optioned" property.

Many Other Rumors. There are many other kinds of rumors on the street, and some of them concern the sale to the city of the Ford Hotel property and adjoining grounds. These rumors involve a consideration of \$160,000, and they have a big political end to them. As I am not much in politics, I can give no particulars, but simply relate the rumor as it is. From all accounts, however, this deal must be right much in the air. There may be something in it, and there may not be anything worth talking about. The politicians will have to thresh out.

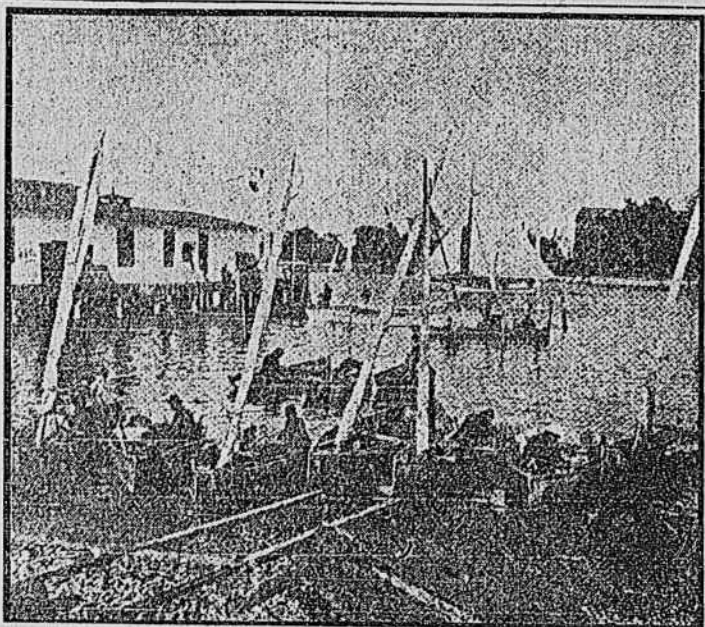
Another rumor that seems to be pretty well verified; in fact, the deeds have passed to record to prove its correctness, is that the Joseph Bryan estate has purchased from John P. Branch his interest in the property on South Tenth Street, formerly known as the Alsine Building, the consideration being something like \$35,000. Mr. Branch and the late Joseph Bryan bought this property several years ago as an investment, and it has proven a pretty good one. A postscript to the rumor is that the big skyscraper is now to go up on the property, and in time to come it will be known as The Times-Dispatch publishing building.

Some Other Deals. Among the larger deals of the past week was the sale of the property on West Broad Street, near Henry Street, owned by R. Francini, to William Zimmermann, the consideration being \$46,500. It is understood that Mr. Zimmermann bought this property merely as an investment, and so far as is known will take no immediate steps looking to its development. Some other good sales of West Broad Street property were made, in which Richeson & Crutchfield, Golsen & Nash, the Denoons and other agents, had a hand to the extent of about \$30,000, but particulars are lacking.

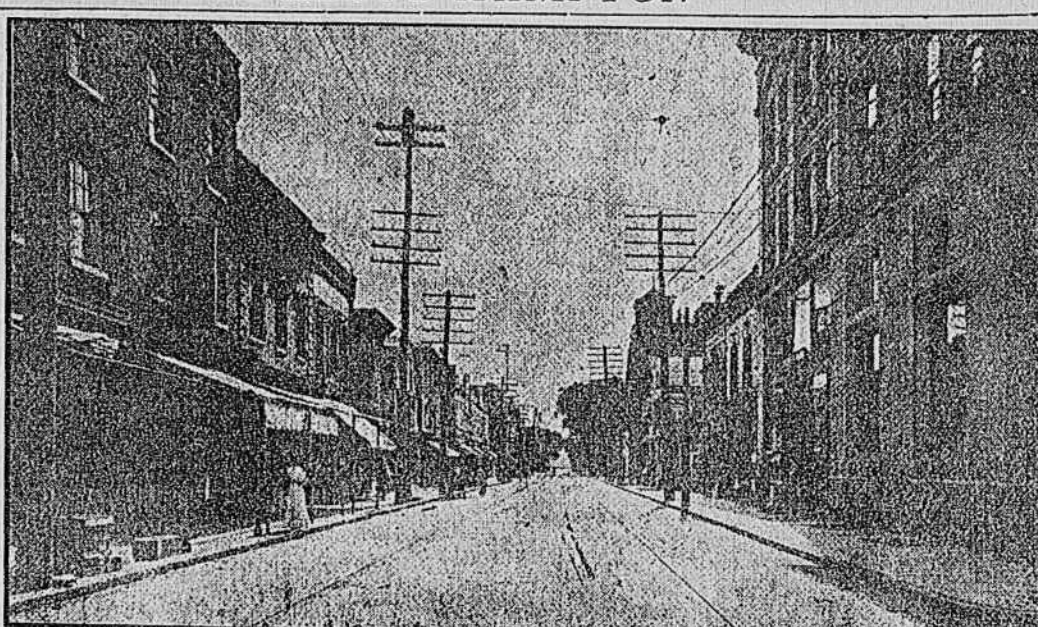
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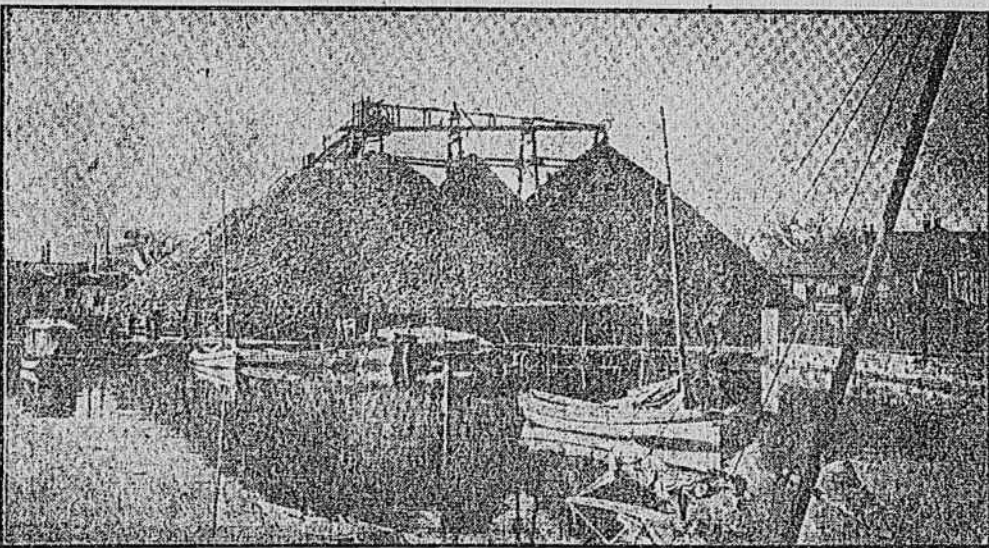
INDUSTRIAL SCENES IN AND ABOUT HAMPTON



A HAMPTON CRAB FISHING FLEET.



LEADING BUSINESS STREET.



DARLING'S GREAT OYSTER PACKING PLANT.



OYSTER CATCHERS STARTING OUT.

VIEWS AND NEAR VIEWS: HINTS AND SUGGESTIONS

Apartment Houses of Other Kinds—Richmond's Need—What a Traveler Learned—Protection That Really Protects—"Gwine Back to Dixie"—Brief Hints.

BY FRANK S. WOODSON,
Industrial Editor.

I am in receipt of a letter from a good woman, which opens up a line of thought well worth the attention of investors and real estate owners. This good woman read in one of the papers that there is a probability of an apartment house being built somewhere up on Grace Street, one of the costly kind, that will admit of only a high-priced coterie of tenants—high-salaried folks, who can pay, say, from \$700 to \$1,500 per year for a suite of rooms, etc. She asks: "What about that class of our citizenship whose income runs from \$50 to \$75 or to \$80 per month?" She adds:

"There are hundreds of such families who would like to have a clean, comfortable, sanitary home, at a rental of \$15 to \$20 per month (they cannot afford to pay more), equipped with necessary housekeeping arrangements. In other words, as well equipped as the higher priced apartment houses, though not so expensive."

"I am a woman who has office employment. The income of myself and husband is not sufficient for us to rent a house, nor can we afford to board, consequently we resort to light housekeeping in rooms with no housekeeping arrangements, and oftentimes not pleasantly situated. We should like so much to have a three or four-room apartment properly equipped in the center of town, where we could have comforts with some privacy, not to cost us more than \$20 a month, which would include water, or a little more for heat and gas."

"I know of several more situated as we are. One of my friends is a teacher with a young daughter. They want just such a home as we do, for her salary is not sufficient to pay the board of the two, nor can she rent an apartment in a desirable locality with the right kind of people for the amount of money that she can afford to put in rent. What she needs is a three-room flat costing not more than \$15 or \$16 per month. I know of several office girls and store girls who want to club together and do housekeeping; say, three or four live together and share expenses. They can live so much better and more comfortably on less money than they can board."

"Please discuss this question in the Industrial Section of your paper. It seems to me there is great need for such apartment houses in the central part of town for the hundreds of small families who are respectable and have to live on small incomes."

no more any trouble about getting good talent for typewriting, for clerks, for expert machinists and for all the desirable positions to be filled in an industrial city. Richmond has suffered some, so the big employers tell me, from the lack of the right kind of help. It may be that this cheap home problem is yet to be solved. Richmond capital may be going wild on the high-priced, aristocratic apartment house. It is going to pay somebody to consider the cheaper apartment house, kind that the good lady who has written to me talks about. It will pay in more ways than one.

Learned by Travel.

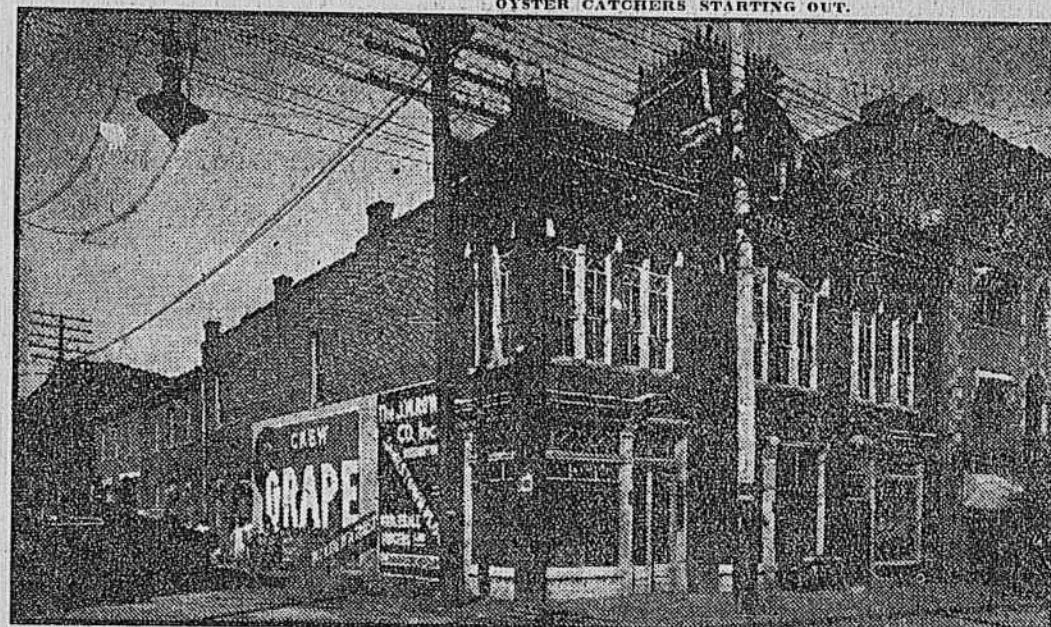
A. L. Powell is one of the wide-awake and very busy citizens of Newport News. In fact, Powell has been so busy in Newport News for the past several years he has done little or no traveling. But not long ago he went down to Atlanta as a Newport News delegate to the Southern Industrial Congress. He learned a whole lot of things by his travels, and when he got back home he talked right out in meelin' before the Chamber of Commerce, and he told those Newport News hustlers a few things that they will not soon forget. What he told them may be of benefit to some other Virginia cities and towns, and I am going to use just here a summary of the things Powell said, a summary made by the Newport News Press, a local paper. That paper says:

"Mr. Powell is a close observer. He knows a city when he sees one, and he knows the elements that go to make up a city. He was not preaching to the Chamber of Commerce; he was merely telling about what he observed and why, in his opinion, Atlanta is Atlanta. He found out that it was all due to what is known throughout the country as the 'Atlanta spirit.' Some of the larger cities of this country, like 'Cincy,' it would seem, 'just grew up,' but the remarkable growth of Atlanta, Richmond, Los Angeles, Seattle and other cities of the middle class is based upon something more tangible. These cities have reached commanding importance largely through the public spirit and aggressive enterprise of their inhabitants, who are forever sounding the praises of the municipalities mentioned."

"Newport News is not lacking in a similar element. There are no more public-spirited, no more patriotic citizens anywhere than there are right here in this town, but it must be admitted that our activities are not always well directed. Our public spirit not infrequently manifests itself in the form of spasmodic movements that soon spend their force. We don't always finish things that are well begun. Possibly we are too much inclined to 'bunch our hits.' At any rate, we may as well understand that the only way to build a great city—to get in the Atlanta or Richmond class—is to keep everlastingly at it. That is the real lesson to be learned from Mr. Powell's observations, and Mr. Powell is entitled to the thanks of the community for pointing it out so forcefully and so logically."

While all of that talk was for Newport News, there are some points in it that Lynchburg and Petersburg, Staunton and Roanoke and Danville and Richmond, too, may well stick a

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WHOLESALE SECTION.

LIGHT SALES OF LEAF TOBACCO

Business for Season Nearly at an End—Package Men in Evidence.

MEETING OF ASSOCIATION

Likely to Be on the Waters Somewhere Near By—Fun Ahead.

The sales of dark tobacco on the loose leaf market of Richmond are growing less and less as the spring days come and go. The sales for the past week, all told, were but a little over a quarter of a million pounds. The Burley type of leaf seems to be about played out, the sales for the past week being less than 50,000 pounds.

Prices on all grades were up in the pictures and manufacturers showed their eagerness for good stocks by crowding the auctioneers until all the last of the season were sold. The package dealers are having it all their own way now so far as activity on the market is concerned, and even the package dealers are not overworked with business. The United States Tobacco Association, of which Major Tazewell Carrington is and has been for 10, these many years the president, is arranging for its annual meeting to take place some time close around the 4th of July, the great Independence Day. The probability is that the association will have its annual meeting on board a fast-flying ship that plies some of the waters of Eastern Virginia. It has not yet been definitely decided whether the annual meeting will be aboard an ocean steamer or a bay steamer or a river boat, but it is likely it will be aboard one of the palatial steamers that ply the waters of the Potomac

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HOME CANNING; ITS BIG PROFITS

How Virginia Tobacco Growers May Put in Their Extra Time Profitably.

A FEW LITTLE SUGGESTIONS

Facts and Figures That Are Not Vouched For, but Try Them Anyhow.

Here are some points I gather from the Inland Farmer about tomato and fruit canning at home. I do not vouch for the statistics, but give them just as I find them in the paper named. This I do know, however, the average tobacco grower in Virginia has a lot of waste time on his hands at what may be termed the canning season. If he can put in that time fixing up tomatoes and such like cannable goods and picks up a little money that way, he, or she, as the case may be, will be just that much ahead. The Inland Farmer, which seems to be something of an authority on the subject, says: "Since the Southern farmers have tried and proven that the growing and canning of fruit and vegetables for market is more profitable than to grow cotton exclusively, would it not pay tobacco-growers to give this new industry a trial?"

As to Tomatoes. "While tomatoes, which are the leading crop for commercial canning, respond to a warm soil and climate, sunny open position, light, porous, well-drained land, yet they will yield fairly well on any average soil. In Webster county, Mo., which is the leading county of the State in growing and canning tomatoes, land that has become too poor to grow good corn any more will make a paying crop of tomatoes when canned by the

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SOUTH ATTRACTS ENGLISH CAPITAL

Movement May Be of Far-Reaching Importance to Cotton Growers.

OTHER NEW INDUSTRIES

Developmental Announcements From Various Sections of Dixie.

[Special to The Times-Dispatch.] Baltimore, April 29.—What may be the beginning of a movement of far-reaching importance for Southern cotton-growers and for cotton manufacturers is indicated in the fact that English capital has become interested in 12,000 acres of cotton land in Mississippi. L. K. Salisbury, of Memphis, Tenn., telegraphs the Manufacturers' Record that he and Messrs. A. S. Buchanan, Rice Fant and George H. Tucker, of Memphis; William M. Anderson, of Jackson, Miss.; and George B. Bell, of Chicago, who recently bought 32,000 acres of cotton lands in Bolivar and Washington counties, Mississippi, have just completed the organization of two corporations, each with a million and a half dollars capital, to take over these lands and to operate them in the scientific growing of cotton and other crops. They will spend about \$1,000,000 in building on the property at Scott, Miss., a cotton-seed oil mill and an up-to-date ginning plant with compresses, in clearing additional land, etc. The stock of the two companies is owned by the six men mentioned, but the property has been bonded in England. Other important Southern industrial and developmental enterprises announced in this week's issue of the Manufacturers' Record include the following: Wausau Southern Lumber Company,

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CITY OF HAMPTON ON BROAD WATERS

The 'Crab Town' Reaches Out for Other and Possibly Greater Industries

AN UNSURPASSED SHIPPING POINT

Water Rates and Railway Rates. People Waking Up From Easy Life Dream—Possibilities Attracting General Attention—Manufacturers Invited by Cheap Labor.

BY FRANK S. WOODSON.

Hampton, Va., April 29.—Down here in what is about the second oldest town in America, maybe the third oldest, but in any event a mighty old town, I am naturally surrounded by not a few people, who, when they learned that I came here to write something about the town, or the city, as it now is under Virginia law, wanted me to exhaust all of the two columns allowed me in the Industrial Section in telling about Hampton's ancient glory. But I decline.

I would just love to delve into this ancient history and tell about the things of 100 and more years ago. For I am growing a little ancient myself, and I know these folks could entertain me world without end. I daresay also that such details of ancient history would entertain some of my readers, but as a matter of fact I am here to talk a little bit about the twentieth century Hampton, and not about the ancient borough that made such brilliant records in more than three wars, to say nothing of the many intermediate Indian skirmishes, in the which some of the ancestors of the present Hampton citizenship "fired, bled and died," or words to that effect. But really, as an industrial, twentieth century proposition, I am right now much more interested in the Hampton folks of to-day than I am in those of the other and possibly the more glorious days of the past.

Anyway, Back Talk. Nevertheless, to write about Hampton and make no reference to ancient history and ancient glory might be regarded as something of a sacrilege. Therefore, by way of introduction, I am going to quote a little from some ancient history that has been handed up to me. Here is what an artistic deliverer into ancient history, who is also something of a sentimentalist, has had to say:

"The very name of Hampton, what a volume of thoughts the word brings to students of history! What romance is entwined around that name! It calls to mind that April day in 1607, when a band of dauntless pioneers reached the wild, drifting dunes of the storm-beaten point of land, to which they gave the name of Cape Henry. From here they set sail and landed at the Indian village of Kecoughtan, and here it was that Captain John Smith wrote for his history of Virginia and beautifully described the region in these words:

"There is but one entrance into this country, and that is at the mouth of a goodly bay, eighteen or twenty miles broad. The cape on the south is called Cape Henry, in honor of our most noble prince; the narrow cape is called Cape Charles, in honor of the worthy Duke of York. The isles before are called Smith Isles, by the name of the discoverer. Within is a country that may have the prerogatives over the most pleasant places known better to frame a place for man's habitation. The mildness of the air, the fertility of the soil and the situation of the rivers are so propitious to the use of man, as no place is more convenient, under any latitude or climate. So, then, here in place, a nurse for soldiers, a practice for mariners, a trade for merchants, a reward for the good, and that which is most of all, a business (more acceptable to God) to bring such poor individuals to the knowledge of God and His Holy Gospel."

How Hampton Was Founded. And still, in the great and brave and semi-religious John Smith wrote that Kecoughtan, which was the old name for Hampton, has "a convenient harbor for fisheries, small boats, that so conveniently turneth themselves into bays and creeks and make the place very pleasant to inhabit." And therefore, it is not surprising to see that such a place as this could not escape the eyes of the early settlers, and in 1610 they are found in full possession here with a fort to add to their protection.

The enthusiastic, not to say bombastic, writer of the latter date continues: "This village was the foundation of what is now the prosperous and progressive city of Hampton. During the Revolution the town was successfully defended by the inhabitants. During the Civil War citizens set fire to their own homes to prevent them from falling into the hands of General Ben Butler, who was then in camp with his force at Fortress Monroe. Hampton bears the distinction of being the oldest of the continuous settlement of English-speaking people in America, and here in 1612 the first endowed free school in the world was established. And here also is Old St. John's Church, erected in 1656, and is the fourth in point of antiquity in America. In older times Hampton was known as the 'Gamecock Town,' due to the manner in which she met the fortunes of war. To-day she is often called 'Crab Town,' owing to the great crab industry that is transacted here, and being the possessor of the largest crab meat factory in the world."

Now it is about the "crab town," mainly that I want to talk. Let me quote first some of the remarks of a leading citizen who chatted me fully and let him better just quote him of this story of "twentieth century Hampton." He said: "All of that old history have just given you in print about oysters and crabs and fish and all of the other good and profitable things

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